**Cat 01 – Rookie Salesperson of the Year – less than 2 years of selling**

**Cat 02 – Salesperson of the Year with a Company Closing less Than 250 Homes a Year**

**Cat 03 – Salesperson of the Year with a Company Closing 250 or More Homes a Year**

**Cat 04 – Sales Team of the Year**

**Cat 05 – Online Sales Professional**

**Cat 06 – Online Sales Team of the Year**

Entries will be judged on the candidate’s positive aspects and measurable work performance for the period of January 1, 2021 and December 31, 2021

**Open to self-nomination or nomination by one’s peers or supervisors**

**Categories 01-06 require a 15-minute personal interview on March 3rd.**

* Interviews will be held at HBACA Offices.
* Candidates will be contacted with a specific interview time

Please complete all fields as applicable to your entry submission

This information will be used for finalists/winners credits and for awards engraving.

|  |  |
| --- | --- |
| Entry Number  Example: 01-1234 |  |
|  |  |
| Candidate Name(s) |  |
| Company Name |  |
| Candidate Title/Position |  |
| Candidate Email(s) |  |
| Candidate Phone (very important) |  |
|  |  |
| Candidate(s) Net Sales |  |
| Total Units Closed |  |
| Total # of Buyer Referral Sales |  |
| Total Number of Broker Sales |  |
|  |  |
| Subdivision Name and Location |  |
| Product Type |  |
| Price Range |  |
| Incentives |  |
| Project and Product Obstacles |  |

ENTRANT STATEMENT

In 300 words or less, provide a statement explaining and addressing the following:

* Unusual obstacles (product, location, price, etc.)
* Unique challenges the floorplans possess
* Creative selling abilities
* Customer Service
* Why you think the candidate(s) should win this award
* Did you final or win any local sales awards within your region

|  |  |
| --- | --- |
| Submitted By – Name |  |
| Submitted By - Email |  |